RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

May 15, 1997

RJR Account #023880
Mr. D. Beaudet
ASSOCIATED GROCERS

JULY DORAL B2GF FLASHLIGHT / PROMOTION #700727

Dear David:

Regular *DORAL* product has been ordered (see quantities listed below), as well as 40 SKUs of Doral Flashlights (Item #527813) to pack and ship the above promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

UPC #	DORAL STYLE	#/ (6M) Cases
12300-84006	*FF Box*	1
12300-22081	*FF Box 100*	2
12300-84106	*LT Box*	2
12300-22084	*LT Box 100*	1

7155-0184

Product PO # G26671DB; ***Displays*** G26661DB

Product / Premium Arrival: **June 23, 1997**

Ship Date to Retail: **Week of: June 30, 1997**

Lighters: (Item #527813)

SKU CUBE: **2.5280**

SKU WT (w/o Product): **10.6200 lbs**

Retail Sales Offer per Sku: **20 units**

Billing per Sku: **4 Savings Cartons**

EFT $ Amount: **$1,663.88**
Non-EFT $ Amount: **$N/A**

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Source: https://www.industrydocuments.ucsf.edu/docs/mtym0000

Promotion Description: Utilize self-contained shipper. Shipper contains 20 B2GF Doral Flashlights / Sleeves. Two packs of the same brand should be loaded into each sleeve; four cartons per Display. Consumer purchases two (2) packs of Doral and receives a free Doral Flashlight.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED RETAIL CUSTOMER LIST.

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

Attached is a list of accounts authorized to receive packed displays. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to **$77.00 (2.75 (12M) case(s) @ $28.00).** Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: C. Deshanes
RJR / H. Battle
Enc. Wholesaler Packing Instructions
Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORFL.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/mtym0000

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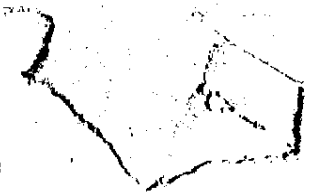

5N55B2 WORKPLAN VAP TEMPLATE LISTING

DATE: 97-05-12
TIME: 03:48 PM

WHOLESALER : 023880 ASSOCIATED GROCERS OF <DIRECT>
TEMPLATE : 700727 70700 DOR FLASHLIGHT
TEMPLATE SEQ : 0009
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112204	112227	259388	GRANTS SUPERMARKET	ROUTE 302	GLEN	NH	03838	1			10188	(603)383-4282
112204	112227	755015	PATCH'S MARKETS INC	ROUTE 302	GLEN	NH	03838	1			10125	(603)383-9742
112206	112220	755837	DEEP MEADOW VARIETY	93 LINDEN AVE	EXETER	NH	03833	1				(603)778-1526
112208	112225	247422	NEW DURHAM GENERAL	3 OLD BAY RD	NEW DURHAM	NH	03855	1			10470	(603)859-5400
112208		740288	BRADBURY BROS QUICK	584 POOL ST	BIDDEFORD	ME	04005	1				(207)286-3022
112208	112225	743733	A&B MINIMART	RT 153	EAST WAKEFIELD	NH	03830	1				(603)522-3514
112604	112622	253338	DAIRY MART 2335	271 SPRING ST	MEDFORD	MA	02155	1		0205-1100		(617)391-7882
112605	112623	106764	ELM ST MARKET	178 ELM ST	EVERETT	MA	02149	1			90331	(617)387-5520
112805	112827	103306	VILLAGE KNOLL	107 W MAIN ST	MILLBURY	MA	01527	1			10353	(508)865-9290
112806	112825	755567	CHARLIES VARIETY	30 DOUGLAS ST	UXBRIDGE	MA	01569	1			90275	(508)278-7522
113006	113021	108119	BOSTON I STORE	410 HANOVER ST	BOSTON	MA	02113	1			90328	(617)523-4056
113007	113025	759000	CHARTLEY COUNTRY ST	319-B TREMONT STR	REHOBOTH	MA	02769	1			90083	(508)226-4215
162301	163830	113967	KEELER BAY VARIETY	RT 2	SOUTH HERO	VT	05486	1				(802)372-4465
162301	163830	623843	A AND B BEVERAGE	ROUTE #2	GRAND ISLE	VT	05458	1			90433	(802)372-4531
163801	163826	104991	BOB'S KWIK CHEK	S. MAIN ST. ROUTE	PLYMOUTH	NH	03264	1			90512	(603)536-1880
163801	163827	105247	TOP-OF-THE-HILL STO	ROUTE 135-DALTON	WHITEFIELD	NH	03598	1			90061	(603)837-9153
163801		310933	MARTY'S 1ST STOP	RTE. 2	DANVILLE	VT	05828	1				(802)684-2574
163801	163827	613485	PATTERSON GROCERY	ROUTE 10	ORFORD	NH	03777	1			90442	(603)353-4703
163801	163826	755134	TENNEY MT.KWIK-CHEC	TENNEY MTN RD	PLYMOUTH	NH	03264	1			90513	(603)536-3352
163801	163827	755242	PROCTORS STORE	RT 4A	ENFIELD CENTER	NH	03749	1			10240	(603)632-4638
163802	163822	724665	SILVAMART	738 ELM STREET	MILFORD	NH	03055	1			10194	(603)673-9083
163803	163821	075253	T-BIRD MINI MART	ROUTE #202	ANTRIM	NH	03440	1		5486-0000	90627	(603)588-6893
163803	163821	104143	CARRS STORE	RT 101	DUBLIN	NH	03444	1			90090	(603)563-8478
163803	163821	104413	DELAY INC. #349	ROUTE 31	GREENFIELD	NH	03047	1			10349	(603)547-3414
163804	163825	031254	FOOD STOP	209 RIVER ST	SPRINGFIELD	VT	05156	1		2438-0000		(802)885-5310
163804	163825	044708	T-BIRD MINI MART	24 ROCKINGHAM ST	BELLOWS FALLS	VT	05101	1		5486-0000	90625	(802)463-4008
163804	163825	104119	RALPHS SUPER	MAIN ST	CHARLESTOWN	NH	03603	1			10182	(603)826-3312
163804	163827	114265	FOOD STOP	RTE 5	WHITE RIV JCT	VT	05001	1		2438-0000		(802)295-7529
163804	163827	227654	FOODSTOP	RTE. 12A, EXIT 20	WEST LEBANON	NH	03784	1		2438-0000		(603)298-7923
163804	163827	542332	FOODSTOP	89 MAIN ST	WEST LEBANON	NH	03784	3		2438-0000		(603)298-6842
163804	163826	702881	LIBERTY ROCK COUNTR	RR 1 BOX 8	GRAFTON	NH	03240	1				(603)523-7309
163804	163825	907480	T-BIRD MINI MART	50 CLINTON ST	SPRINGFIELD	VT	05156	1		5486-0000	90263	(802)885-3386
163805	163820	318158	CUSTEAUS MKT	RT 111 SHOPPERS V	EAST HAMPSTEAD	NH	03826	1			10465	(603)382-5478
163806	163826	104993	BOBS SUREFINE	MAIN ST	ASHLAND	NH	03217	1				(603)968-7781
163806	163826	724756	GREENS CORNER STORE	RTE 162	CENTER HARBOR	NH	03226	1		2794-0200		(603)253-4514
163807	163823	104284	TEMPLE FOOD MART	121 BAKER ST	MANCHESTER	NH	03103	1			10145	(603)622-3753
163809	163829	290293	HALL'S HANDY MART	13 MILL ST	HARDWICK	VT	05843	2			90215	(802)472-6677

PAGE BREAK TOTAL ACCOUNTS 37 TOTAL QUANTITY 40

TEMPLATE TOTAL ACCOUNTS 37 TOTAL QUANTITY 40

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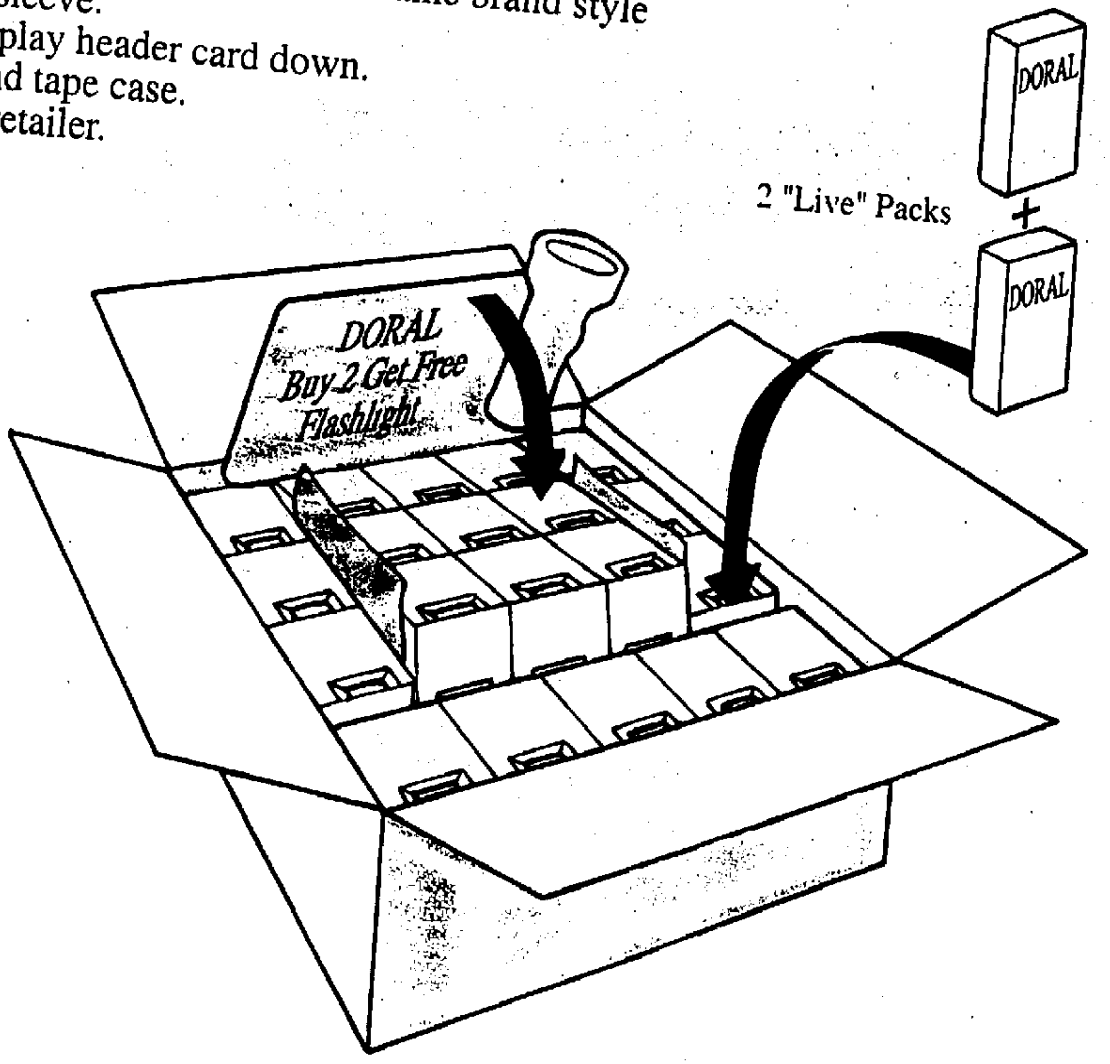
WHOLESALER PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 3RD QTR. '97

July DORAL B2GF Flashlight

STEPS

1. Open DORAL B2GF Flashlight shipping case.
2. Add 2 "live" DORAL packs of same brand style to each sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 527813
Description: DORAL B2GF Flashlight Display/POS Kit

Brand Style	FF BOX	FF BOX 100	LT BOX	LT BOX 100		
Number of Cartons	1	1	1	1		

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Source: https://www.industrydocuments.ucsf.edu/docs/mtym0000

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PURCHASE ORDER

AG New England

BILL TO: PO BOX 5200 • 725 GOLD STREET • MANCHESTER, N.H. 03108-5200
TEL. 603-669-3250

- RECEIVING BY APPOINTMENT ONLY
- OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, BILLS OF LADING, FREIGHT BILLS, AND ANY OTHER CORRESPONDENCE.

PURCHASE ORDER NUMBER	PAGE NO.	DATE ORDERED	ARRIVAL DATE
G26661DB	1	6/03/97	6/23/97

TELEPHONE / SPEED DIAL	TERMS	MA
V-800-334-8682 777	3.25 % 7 NET 14	

ACCOUNT NUMBER	FAX SPEED DIAL	FREIGHT CHARGES: PREPAID	COLLECT	FREIGHT ASSUMED BY: SAVER	SELLER	F.O.B.
0238800		X				DESTINATION

AGENT

777 #0238800 EFT1986
WINSTON-SALEM
WINSTON-SALEM, NC 27101

VENDOR

6470
R J REYNOLDS TOBACCO CO
P.O. BOX 19091
NEWARK, NJ 07195

QUANTITY ORDERED	PACK	SIZE	MANUFACTURER'S CODE	DESCRIPTION	COST	ALLOWANCE	AG ITEM NUMBER
40	1	1.00CT	527813	*DORAL B2GFFLSHLGHT MERCH	.01	.00	18820

TOTAL WEIGHT: 100LBS TOTAL CASES: 40 TOTAL CUBE: 5.0

SHIP TO: ASSOCIATED GROCERS OF NE, INC. 725 GOLD ST. MANCHESTER, NH 03103
R.J.REYNOLDS JUNE PROMOTION# 700727.

ALL TERMS AND PRICES SHOWN ON THIS ORDER WILL BE CONSIDERED CORRECT AND FIRM UNLESS NOTICE OF CHANGE IS FORWARDED PROMPTLY AFTER RECEIPT OF ORDER AND PRIOR TO SHIPMENT.

DAVID BEAUDET
BUYER

06/03/97 18:10 603 669 5423 AG NEW ENGLAND 005/005

Source: http://www.industrydocuments.ucsf.edu/docs/nkyh0000

51862 2755

PURCHASE ORDER

AG New England

BILL TO: PO BOX 5200 • 725 GOLD STREET • MANCHESTER, N.H. 03108-5200
TEL. 603-669-3250

- RECEIVING BY APPOINTMENT ONLY
- OUR PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, BILLS OF LADING, FREIGHT BILLS, AND ANY OTHER CORRESPONDENCE.

PURCHASE ORDER NUMBER	PAGE NO.	DATE ORDERED	ARRIVAL DATE
GZ6671DB	1	6/03/97	6/23/97

TELEPHONE	SPEED DIAL	TERMS	REA
V-800-334-8682	777	3.25 % 7 NET 14	

ACCOUNT NUMBER	FAX SPEED DIAL	FREIGHT CHARGES PREPAID	FREIGHT CHARGES COLLECT	FREIGHT ASSUMED BY BUYER	FREIGHT ASSUMED BY SELLER	F.O.B.
0238600		X				DESTINATION

AGENT

777 #0238600 EFT1986
WINSTON-SALEM
WINSTON-SALEM, NC 27101

VENDOR

6470
R J REYNOLDS TOBACCO CO
P.O. BOX 19091
NEWARK, NJ 07195

QUANTITY ORDERED	PACK	SIZE	MANUFACTURER'S CODE	DESCRIPTION	COST	ALLOWANCE	AG ITEM NUMBER
1	30	200.00CT	84006	DORAL FULL FLAVOR BOX	290.70	.00	19073
2	30	200.00CT	84106	DORAL LIGHTS BOX	290.70	.00	19074
2	30	200.00CT	22081	DORAL FULL FLV 100'S BOX	290.70	.00	19099
1	30	200.00CT	22084	DORAL LIGHT 100'S BOX	290.70	.00	19100

TOTAL WEIGHT: 180LBS TOTAL CASES: 6 TOTAL CUBE: 7.3

SHIP TO: ASSOCIATED GROCERS OF NE, INC. 725 GOLD ST. MANCHESTER, NH 03103
R.J.REYNOLDS JUNE PROMOTION# 700727.

ALL TERMS AND PRICES SHOWN ON THIS ORDER WILL BE CONSIDERED CORRECT AND FIRM UNLESS NOTICE OF CHANGE IS FORWARDED PROMPTLY AFTER RECEIPT OF ORDER AND PRIOR TO SHIPMENT.

DAVID BEAUDET

06/03/97 16:09 603 669 5423 AG NEW ENGLAND 004/005

Please visit http://www.industrydocuments.ucsf.edu/docs/xxxxxxx

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 07/10/97

ACCOUNT NUMBER: 023880
VOUCHER NUMBER: 15360255
DATE WRITTEN: 07/10/97
STATUS: PAID
AMOUNT PAID: 77.00

ASSOCIATED GROCERS
725 GOLD ST
MANCHESTER , NH 3103

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	2.75	77.00

EXPLANATION: JULY: DORAL B2GF FLASHLIGHT/#700727/H. BATTLE

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Source: https://www.industrydocuments.ucsf.edu/docs/mtym0000